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## **Attention: Procurement Managers**

### **New Style Conference to Offer Tips on Winning Tenders**

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*If you feel despair and experience a sinking feeling of impending gloom when opening your eagerly awaited RFPs on due date, spare a thought for the bid team putting together the tender responses for you. It is Friday afternoon at 4.30 pm and the bid closes at 10am on Monday. The supplier's bid team is committed to delivering a quality product and struggling to compile and format all the necessary information and locate the various attachments needed to satisfy your requirements. You have just spoiled someone's weekend.*

On 20 October 2010, the South African chapter of the international Association of Proposal Management Professionals (APMP) hosts the first annual conference for bid managers and proposal writers in South Africa. "Studies conducted over many years to establish why bids and proposals fail have provided these gems: the bid was illegible, the bid was poorly written or amateurish and the bidder failed to follow instructions," says Sandy Pullinger, APMP chairperson. "Our speakers will provide the answers and help delegates understand how to follow the basic housekeeping rules, read the instructions carefully, pick a strong theme and make their businesses look attractive to the customer. This should result in upping their chances of winning their next bid or tender," she said.

Among the renowned speakers is Chris Rademeyer, Tender Manager at Deloitte, who will reveal his secrets on how to avoid bid burnout. Other international speakers will discuss how to formulate winning bids and how to use graphics to enhance and improve the readability of the proposal documents.

The conference will be held on 20 October 2010 at the EOH offices, Gillooly's View Office Park, Bedfordview, Johannesburg. The cost per delegate for the one day conference for non-APMP members is R1250. Booking enquiries: [Izane Cloete-Hamilton events@apmp.org.za](mailto:Izane.Cloete-Hamilton@apmp.org.za) or go to [www.apmp.org.za](http://www.apmp.org.za) to get more information.