

Advancing the arts, sciences, and technology of new business acquisition and promoting the professionalism of those engaged in those pursuits.



Empowerment Wins Business: Aligning B-BBEE and Bid Best Practice

“Understanding B-BBEE regulations helps companies to win both government and corporate tenders,” says Sandy Pullinger, chairperson of the Association of Proposal Management Professionals (APMP) South Africa.

This is why the APMP has invited Andrew Bizzell, CEO of BEESA/BoxSmart to speak on this topic on Wednesday 25 August from 17h30 at M-IT’s offices in Bedfordview.

Aimed at sales, new business development, procurement and proposal managers, this event will help attendees in understanding B-BBEE and how to align this with Bid Best Practice. The presentation will cover:

- The South African Economy
- How BEE is designed to accelerate economic growth
- The B-BBEE scorecard explained
- BEE options

Andrew Bizzell has a BSc in Business Studies from Oxford Brookes University and is one of the founders of BEESA. He is responsible for the marketing of BEESA and heads up the Johannesburg branch of the company. He has 13 years experience working in South Africa, the United Kingdom, France and Switzerland. Prior to joining BEESA he was Resources Manager for Standard Bank, KZN. He has also held senior posts with Esander Building Society, Sweden, Oxygen Finance, UK, MIC Group, UK and Directory4, UK.

“B-BBEE will continue to be a key factor in the future success of any business,” says Bizell. “To this end, I have worked closely with the Department of Trade and Industry (DTI) to identify the best ways to communicate the effect of implementation of BEE in South Africa, and hope to share these learnings with delegates.”

“Networking and knowledge sharing are equally important to the members of APMP, which was founded more than 21 years ago and has thousands of members worldwide,” says Pullinger.

“As part of a global community we’re excited to announce that international guest speakers from the US and the UK have accepted our invitation to speak at our first local conference on 20 October. The theme of the conference will be ‘Making a Splash’ and it will focus on fresh ideas to inspire better proposals. Confirmed speakers include, Jon Williams from Strategic Proposals UK and Colleen Jolly from 24 Hour Company in the US.

“Chris Rademeyer from Deloitte, our very own home-grown, accredited, black-belt bid manager will also share secrets on how to avoid bid burnout,” says Pullinger.

Anyone interested in attending the 25 August event or 20 October conference should contact events@apmp.org.za.

About the APMP

The international Association of Proposal Management Professionals was founded more than 21 years ago and has thousands of members world-wide. Our mission is to advance the arts, sciences, and technology of new business acquisition and promoting the professionalism of people engaged in those pursuits.

APMP South Africa is a non-profit organisation registered under section 21. We look forward to growing our local chapter with members from not only the Proposal and Bid Management profession, but also welcome specialists in sales, new business development, procurement, training, industry and others interested in promoting the proposal profession.

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