

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



SA Chapter of APMP Launched

The first ever South African AGM of the Association for Proposal Management Professionals (APMP) took place on 4 September 2009. It has begun a new and exciting chapter for the local proposal and tender industry. Sandy Pullinger, MD of nFold was elected first chairperson. "I am delighted to see our efforts come to fruition. We have been building the local community since 2006."

This is a big step forward for all those in the business of creating proposals and growing and improving the profession. The APMP offers valuable knowledge about business development and industry best practices that helps companies achieve high growth goals. Consultant Annatjie Jonker said, "We are busy changing the public profile of Proposal/Bid Managers."

The AGM was well attended by industry professionals across all sectors. "Proposal Pioneers" selected the APMP Committee for 2009. Pullinger has a dynamic committee with consultant Elaine Porteous taking up the role of Secretary, and Imani Development's Jurie van Niekerk taking up the mantle of Finance. Accenture's Debbie Colhoun will handle all Memberships, nFold's Ann Visser takes on a Training role, and Lefatshe Technologies' Scylla Gardiner will be in charge of all SA APMP Events.

"The meeting was wonderful and I think the collaboration opportunities at these events are invaluable," said Gardiner. The meeting was thoroughly well received by all and sets a positive and inspiring tone for the future of the local industry. Van Niekerk was excited about the structure that the organisation will bring. "The SA APMP will focus on bid processes and workflows and help to formalise them. It will certainly build capacity and improve training in South Africa." Commenting on whether the APMP will make a difference, Gavin Webster from CSA Investment & Holding Company said, "The organisation certainly promotes clarity and gives a focus and professionalism to applied business communication in financial, project, procurement, tender and other spaces."

The APMP is on a mission to advance the arts, sciences, and technology of new business acquisition and to promote the professionalism of those engaged in those pursuits. Today, all individuals and businesses need a competitive edge to survive, to grow, and to remain profitable and the South African arm of the APMP can give you and your organisation that edge. If your proposal does not set you apart, then your time, effort and money is wasted.

nFold has provided proposal consulting, software and training since 2001 and is blazing a trail in South Africa for the benefit of all in the industry. "Winning business is both an art and a science," says Pullinger. "If you've hired good people and have some happy customers, then you already have the art. nFold can teach you the science. Believe it or not, there is a whole lot of theory on how to write a winning proposal or tender for new business. Armed with the right knowledge, your employees could be more effective in winning more customers." Pullinger will be delivering the next one day "Bid to Win" workshop early in November, on writing persuasive tenders and managing bid teams.

Through association and education, the local APMP will provide members with access to tools, methods, processes, innovations, talent and specialised expertise that can directly improve the ability to acquire new business and to sustain growth and competitiveness in a dynamic and demanding marketplace. The organisation and its members are committed to the pursuit of proposal excellence and are shaping the future of the proposal profession in South Africa.