

Round Table Discussion

What you should know about Corporate Procurement

Hosted by the SA Chapter of

APMP Association of Proposal Management Professionals

**Join us at Deloitte in Woodmead on Wednesday, 6th August as we discuss:
What to keep in mind when responding to corporate tenders**



Corporate procurement policy strives to obtain optimum value for money, whilst ensuring that open and fair competition prevail. As the bidder, what are the factors and standards you should be aware of before tendering?

When: Wednesday, 6 August 2008
Time: 6.00pm until 8.30pm
Venue: Deloitte, Woodlands Office Park, Western Service Road, Woodmead
Cost: R125 (APMP members) and R225 (APMP non-members)

The round table discussion is aimed at CEOs, Bid Managers, Proposal Writers, Sales Managers and executives responsible for business with corporate companies. The purpose of the discussion is to give you the opportunity to engage with specialists in the field of procurement.

The specialists will address topics such as

- ✓ Dangerous words that can cost you money when you win
- ✓ Some do's and don'ts for writing tenders that will save you pain and money in the customer relationship
- ✓ Words that have a legal meaning and what is the meaning
- ✓ Learn from the other side of the fence. What do procurement specialists look for when evaluating tenders?
- ✓ What are the do's and don'ts you should be aware of?
- ✓ Understanding your buyer's processes
- ✓ What is best practice around procurement?

Email your questions to events@nfold.com before the discussion so the specialists can prepare to include your topic in their talk to make the most of their time and keep it relevant to you.

AGENDA

17h30 **Arrival and registration**
18h00 **Welcome, introduction and APMP update by Chair Person of Discussion**
Chris Rademeyer, APMP SA Chapter co-founder and bid manager, Deloitte
18h05 **Each specialist will have 10-20 minutes for an informal talk on the topic**
19h00 **Discussion and Questions from the Floor**
19h30 **Drinks, snacks and networking**

Note: The Round Table Discussion about Government Procurement Policies in March was well attended and the feedback was that you want more sessions about the tendering process, so please book as soon as possible to avoid disappointment.

[Click here to register now. Seating is limited](#)

For more information on the APMP go to www.apmp.org

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