

# Parastatal Procurement...

A discussion hosted by the SA Chapter of



## ...Learn what to keep in mind when writing tenders for parastatal organisations

The discussion is aimed at Bid Managers, Proposal Technicians, CEOs and Sales Directors responsible for business with parastatals. The purpose is to engage and learn from specialists in the field of parastatal procurement. The specialists will address procurement best practice, the rules, policies and processes in the parastatal world. Come along to find out how things work on the "other side of the fence".

**Date:** Wednesday, 4<sup>th</sup> March 2009  
**Time:** 16h30 until 18h30  
**Venue:** Deloitte, Woodlands Office Park, Western Service Road, Woodmead  
**Cost:** R125 (APMP members) and R225 (APMP non-members)  
**Register:** Email [events@nfold.com](mailto:events@nfold.com) or call 011 486 2418

### Agenda

- 16h30 Arrival and registration
- 17h00 **Welcome, introduction and APMP update by Chair Person of Discussion**  
Chris Rademeyer, APMP SA Chapter co-founder and bid manager, Deloitte
- 17h10 **Specialists to give informal talk on the topic**  
Discussion and Questions from the Floor
- 18h30 **Drinks, snacks and networking**

- ✚ Email your questions to [events@nfold.com](mailto:events@nfold.com) before the discussion so the specialists can prepare to include your topic in his talk to make the most of his time and keep it relevant to you.
- ✚ The discussion on Government Procurement Policies was exceptionally well attended and this is just as HOT a topic, so please book as soon as possible to avoid disappointment.

Email [events@nfold.com](mailto:events@nfold.com) to register now. Seating is limited

## MORE EVENTS in March 2009 to DIARISE...

- ✓ **Learn how to Bid to Win** - attend the nFold one-day workshop on 10<sup>th</sup> March... go to [www.nfold.com/bid2win.pdf](http://www.nfold.com/bid2win.pdf) for more info
- ✓ **Sant Suite** Product Training - RFP & Proposal automation tool on 18<sup>th</sup> March... Contact us to find out how you can improve your win rate by 24% with Sant
- ✓ **APMP Forum: Proposal Management** - join the forum on 26<sup>th</sup> March... go to [www.nfold.com/APMPForumPropMngmnt.pdf](http://www.nfold.com/APMPForumPropMngmnt.pdf) for more info
- ✓ **Bid Network Quarterly Meeting** - 13<sup>th</sup> March...  
If you are an independent consultant with proposal and tender writing experience, contact us to find out about joining our team.

Go to [www.nfold.com/nFoldEventsSchedule2009.pdf](http://www.nfold.com/nFoldEventsSchedule2009.pdf) for the full calendar

Please visit the official APMP site at [www.apmp.org](http://www.apmp.org) to find out more about how the APMP can make a difference to you. nFold is co-founding the local chapter in association with Chris Rademeyer, bid manager at Deloitte



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**Finalist:** Top ICT Businesswoman of Africa  
**Qualifier:** 2007 Top Technology 100 Company  
**Qualifier:** 2006 Top Technology 100 Company  
**Finalist:** 2006 Most Innovative ICT Company

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