



*"If you can see it and you believe it, you can achieve it"*

## [From the corner of the outgoing Chair](#)

Dear APMP Members

Reflecting on the past two years as chair, I have so many emotions going through me now. We had committee members giving their hearts and souls for APMP the past two years. I have been on the committee for the past 730 days, 4yrs.

[Continue Reading](#)

## [A career called "Bid Management"](#)

This month's newsletter is all about pursuing and growing your career in the bid/proposal profession. What better place than APMP to do just that.

[Find out more](#)



Every day we seem to do the same thing...get up, go to work, come home. How do you take action and make the necessary changes to improve your working life?

Belinda Engelbrecht looks at [7 ways to actively manage your career.](#)

**Managing your career**

In May this year, APMP in conjunction with SOEPF, held a number of workshops to discuss challenges and solutions on how to improve the tender evaluation in SA's public sector.

APMP SA committed to compiling and presenting SOEPF with a white paper.

To recap the background of the workshop & read the white paper, click below.



**#ICYMI - Article**

**#ICYMI - White Paper**



## Gender equality at work

Workplace gender equality is achieved when people are able to access and enjoy the same rewards, resources and opportunities regardless of gender.

**Flair SA**, a national trade union (and NPO) was created to promote gender equality at work.

**Understand gender equality with Flair SA**

## Bidding trends here to stay

Bidding and tendering are now the most preferred procurement methods worldwide, and they show no signs of slowing down. With that in mind, what trends should we prepare for beyond 2019? Here are eight key trends, some positive and others more challenging, that are now firmly here to stay.

***“Why trend is important – it can help define bid manager competencies this year and into the future”***

<p><b>01</b> Larger share of the pie</p> <p>Winners win BIG, but in return volume and other discounts are expected by consumers/clients of professional services, in exchange for a bigger share of ongoing work.</p>	<p><b>05</b> Evidence of policies on diversity and anti-bribery</p> <p>When leading and large clients determine their professional service relationships, one factor influencing their decision is how well prospective service providers fit in with their own values, culture and aspirations.</p>
<p><b>02</b> Increasing use of online procurement portals</p> <p>Online portals make it easier for procurement to evaluate bids. However, they are not always easy for bidders to work within, so make sure you are familiar with the portal and allow enough time to upload your final submission.</p>	<p><b>06</b> Requests for additional innovation proposals for continuous improvement</p> <p>Sometimes clients look to external providers to help them innovate. Innovation doesn't necessarily mean expensive software; think about ways you can save your client some money or time.</p>
<p><b>03</b> Even shorter turnaround times on tender requests</p> <p>A rush to the finish line job is high risk – you may end up with a proposal that's unconvincing or worse, non-compliant. So, before the next RFP hits your desk, preposition, get planning, reduce stress and make the most out of the opportunity.</p>	<p><b>07</b> Evidence of project management and alternative pricing options</p> <p>The pressure for professional services firms to change their traditional approaches to pricing will not subside and only those firms that respond strategically will come out on top.</p>
<p><b>04</b> Requests for access to big data and reporting dashboards</p> <p>Many large companies calling for bids will have legacy systems that contain disjointed data. These companies often look to external providers for a magic bullet solution. Service providers must invest in systems easy enough to use and flexible enough to generate tailored reporting.</p>	<p><b>08</b> Winning a place on a prequalified list and then competing again for individual opportunities</p> <p>Once you've completed the panel application or registration process, been approved and have your place on the list, to some extent it's up to you what you make of it.</p>



2020 is going to be a jam-packed year! Here's the line-up of events we have in store for you!

## 2020 Line-Up



## There's no better year than 2020 to get APMP certified!

APMP offers the world's first, best and only industry-recognised certification programme for professionals working in a bid and proposal environment. APMP certification is the global standard for

developing and demonstrating proposal management competency.

## 2020 Certification

# Meet you APMP 2020 Committee Members

### Larissa – Chair



Having a dream can become a reality!

Larissa is passionate to grow the APMP SA chapter focusing on strategic partnerships, transformation and value for members.

*"Together, we can make a more inclusive economy and reach new heights. The time is now."*

### Belinda – Conference



Once again Belinda will take on the Conference for 2020 and supporting Larissa as Deputy Chair. Kate will support her. In turn, she will support and guide Kate on events.

### Kate – Events



New to the committee and excited to be here, Kate will head the events with support from each committee member that will host. Apart from this, Kate will also assist Belinda in conference planning.

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### Witness – Strategic Relations & Sponsorship



Another energetic newcomer. Witness will use her excellent communication skills and build on our strategic relationships and sponsorships with support from Larissa.

### Shirley – Membership and Certification



No better person suited for this role. Shirley grew our memberships for 2019, and she will do so again in 2020 together with assisting you in managing your career and taking on certification.

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### Debbie – Communications & PR



Having done such a great job on the 2019 committee, Debbie will continue to provide you with the quarterly newsletters with inputs from the committee members.

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**Alicia – Communications & PR**



Yes, that right! Our APMP Intern is part of our committee. She is eager to pursue some great content for our

communications and public relations. She will work with Debbie in providing your quarterly newsletter. Alicia is keen to encourage the next generation of bid professionals.

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APMP South African - Final Words for 2019

**Our mailing address is:**

[info@apmp.org.za](mailto:info@apmp.org.za)