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Bringing buyers and sellers together – changing the game

The Association of Proposal Management Professionals South Africa (APMP) and Smart Procurement World (SPW) has concluded a Memorandum of Understanding (MOU) to support the mutual goal of promoting professionalism in the Supply Chain Life Cycle.

APMP is a global not-for-profit organisation of 10 000 members with 28 international chapters; one is APMP South Africa. Its purpose is to empower bid professionals with the skills and confidence to win business, fuel growth and safeguard the sustainability of the economy.

Smart Procurement World (SPW) is the leading online communications, events and media channel in Africa for procurement and supply chain. It supports bringing buyers and sellers together. In addition to addressing key procurement topics, SPW supports Enterprise and Supplier Development through the matching of small black-owned businesses to buyers from the government and corporate sectors.

APMP and SPW will collaborate on current procurement and supply chain challenges, including developing capacity, sharing lessons learnt and promoting best practice in sourcing and addressing tender fraud and corruption. Together they will provide a platform for improving professionalism in the supply chain from both sides.

The new partnership aims to share best practices which include

- Improving the quality of tenders and bid responses
- Developing skills and capacity in both buyers and sellers

- Promoting diversity and transformation the sector
- Reducing risk and championing good governance
- Supporting the developmental agenda in Africa

Good governance and compliance

Procurement is increasingly operating in an environment of increased scrutiny. SPW and APMP understand the importance of compliance and how to promote good governance. The mutual goal of improving sourcing processes has led to a natural collaboration between the two organisations. It represents a significant commitment from both parties to deliver value to their members and audiences.

Larissa Cornelius, Chairperson of APMP SA, said: “Supply-chain consists of both buyers and sellers. By bringing procurement (the buyers) and bidders (the sellers) together, we are driving open engagement, alignment and an increased focus on the professionalism of both functions. Tender fraud needs the complicity of two parties. The tender/proposal process is a two-way street, and both sides need to work together.”.

Supplier development

To win business, companies need to propose and bid for work. Our MOU is based on leveraging the synergies to drive positive industry changes and promote development in the small business sector (SMMEs).

The growth in the use of software solutions and digital tools in procurement and tendering has introduced new opportunities to improve the quality of tenders and Requests for Proposals (RFPs) and the ensuing responses. APMP and SPW will work together to develop skills and capabilities to assist organisations in becoming more proficient in managing their procurement.

“It is a great pleasure to welcome APMP as our guest conference for 2020. In the context of these unprecedented times assisting big and small business in professional and well awarded tenders is a priority. We cannot afford to ignore the inefficiency’s that exist and it’s our responsibility to bridge the skills gap.” , quotes Debbie Tagg, COO of Smart Procurement World

About Smart Procurement World

Smart Procurement (SP) is the largest professional development event for procurement and inbound supply chain, supported and endorsed by industry professional bodies. SP also achieves professional development for procurement and supply chain professionals while achieving economic development objectives in each region through enterprise, supplier development linking small business to supply chain.

About APMP

The Association of Proposal Management Professionals (APMP) was formed in 1989 and is the worldwide authority for professionals dedicated to the process of winning business through proposals, bids, tenders and presentations. APMP promotes the professional growth of its members by advancing the arts, sciences and technologies of winning business.

The chair of APMP, Larissa Cornelius, invites any businesses preparing tenders and bids as well as proposals to join APMP. Join our events and gain access to our body of knowledge and member benefits to increase your skills to raise the levels of professionalism in your efforts to win more work.

#GameChanger #SPWIndaba2020 #WinningWithAPMPSA