



10 years of APMP SA

This year marks the 10th anniversary of APMP South Africa. We look forward to celebrating this milestone with you!

MESSAGE FROM THE COMMITTEE CHAIR

By Marlice Schwar



This year has started off with a bang! The APMP committee set some brave goals for 2019. Our goals include growing membership by 30% (>210 members) and listening to the needs of you, our members. We sent out a survey in January asking you about your expectations for conference. Thank you for the feedback we received. We will implement your suggestions. This year will mark the 10th anniversary of APMP SA. We are looking forward making this a memorable year for all. We further want to embed our existing partnerships as well forming a few new partnerships. APMP has so much to offer everyone who is involved in tender processes. We strive for ethical and fair tender processes and it is our duty to drive this in the SA economy. We further see it our goal to train and upskill small enterprises who need support in tendering processes. I am excited about 2019. I know we can make a difference.

“It's the action, not the fruit of the action, that's important. You have to do the right thing. It may not be in your power, may not be in your time, that there'll be any fruit. But that doesn't mean you stop doing the right thing. You may never know what results come from your action. But if you do nothing, there will be no result.” — Mahatma Gandhi

GETTING THE MOST OUT OF YOUR BIDS TEAM

Bid Managers and Tender Writers must surely be masochists! Who else would choose to work in an environment that's always stressed, frequently represents the life-blood of a business (no pressure!) and is often not particularly handsomely rewarded or recognised?



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PARTNERING FOR MUTUAL BENEFITS

Have you ever wondered why organisations choose to form partnerships? Partnering in a business context, if well thought through can prove to be mutually beneficial.



KEEP READING

Upcoming Events

Check out these exciting events happening over the next few months.



MARCH

Shirley Moss is facilitating a FREE proposal workshop based on the APMP methodology which takes place on the 12th March at ABSA Sandton.

Space is limited, so book your seat by contacting Annelize events@apmp.org.za and Shirley admasttraining@telkomsa.net



APRIL

Join us on the 11th April at Cliff Decker Hofmeyer where Dr Tracy Cohen is going to share some thoughts on Business Development. Her topic: **"Closing the BD loop – so you think you can pitch?"**



MAY

Award winning writer Samantha Enslin is joining us via webinar on the 16th to talk about **"Breaking through barriers to writing and writing more quickly and easily"**

EVENT FEEDBACK: WHAT YOU MISSED OUT ON



Key Inhibitors to Successful Tendering - 21 February 2019

With the following dynamic vision describing the objectives of the MOU between APMP and SOEPF the recipe for success is set:

"To drive procurement engagements which are efficient, well-governed and promotes Government's goals of job creation, black economic empowerment and economic growth. We will achieve this by using our complementary strengths for the common good of the business sector and the country."

It was in this context our first event for 2019 was launched, with a panel of well-selected participants discussing their views on what are the "key Inhibitors to Successful Tendering."

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