

Welcome to the third edition of the APMP SA Chapter Newsletter!

Dear APMP Chapter Members,

As we reach the third quarter of this remarkable year, I am filled with immense pride and appreciation for the dedication and hard work of our entire APMP Chapter Committee. This quarter has been marked by significant achievements, collaborative efforts, and a renewed commitment to excellence in proposal management.

We have witnessed extraordinary accomplishments with our 15th Annual Conference, Proposal Synergy – The Helix of Success. I want to express my gratitude to the committee who have worked tirelessly to ensure the success of the conference. It was wonderful to bring together everyone and meet some new attendees as well.

I would like to congratulate those who have achieved the APMP Certification milestones this quarter. Your dedication to professional development not only enhances your career but also elevates the collective knowledge and expertise of our entire chapter. Your achievements are a testament to the value of continuous learning and growth within our profession.

The strength of our APMP Chapter lies in the spirit of collaboration and mutual support that defines our community. As we continue to grow in the African region, we would like a bigger Committee. Keep an eye out for the invite to become part of this esteemed Chapter Committee.

Let us continue to support one another, embrace new challenges, and celebrate our achievements as we move forward. Together, we will shape the future of proposal management and create a lasting impact on our profession.



Belinda Engelbrecht
APMP SA Chair 2024



A Celebration of Proposal Synergy and Success

By: Ilse Sfreddo - APMP SA Committee Member

On September 10, 2024, the Gallagher Convention Centre in Johannesburg buzzed with excitement during the APMP South Africa Chapter Conference.

This much-anticipated annual gathering did not disappoint, providing attendees with fresh insights, innovative ideas, and a shared enthusiasm for mastering the art of winning bids and proposals.

With the captivating theme, “**Proposal Synergy: The Helix of Success,**” the event highlighted the dynamic, interconnected processes that elevate proposal management to new heights.

The helix metaphor, symbolizing continuity, evolution, and synergy, perfectly captured the ongoing and spiraling growth essential for achieving excellence in the business of proposals.

Much like a helix that loops continuously while maintaining forward momentum, the event was nothing short of spectacular!

The agenda for the day included the following much talked about topics with the most impressive Speakers:

- Synergistic Bidding Ecosystem - Teele Mapetla (Siemens Healthineers)
- Helical Intelligence: AI/Data/Machine Learning in Bidding - Chris Wiggett (NTT Data)
- Empowering Mentorship - Izane Cloete-Hamilton (nFold)
- Win With Spiraling Design - Larissa Cornelius (nFold)
- Empowering Bid Success - Carmen Murray (Carmen Murray Communications)
- Procurement in the South African Context, Evolving Strategies - Thandy Pino (Ntakha Consulting)
- Harmonising Bid and Proposal Forces - Prof René Uys (Thinking Fusion Africa)

Conference attendees raved about their experiences:

What a lovely conference! Well done APMP, you did it again! Keep it up!

Good as always. Great team that ensured the day goes smooth. Amazing MC!

Very informative, not only in the Bid space, but generally in relation to clients & colleagues

All speakers were brilliant. I especially enjoyed Carmen!

Importance of teamwork and authenticity, empathy and innovation in leading teams. Combining strategy plus visuals to create winning proposals. Great work team!

Importance of teamwork and authenticity, empathy and innovation in leading teams. Combining strategy plus visuals to create winning proposals. Great work team!

Meeting like-minded people. Interesting topics. Enjoyed hearing about advancements in AI. The group activity was great! Learning about design ideas!

The topics were very interesting and informative. The speakers were captivating! I need to follow them on all platforms.

We must embrace the changing tides of technology, such as AI as a tool to increase productivity. Also embracing different personalities to create a winning team.



Warning: Snapshots of Fun! Highlights from our conference!





APMP
Project Alliance

Chris Wiggan
Helical Intelligence:
AI/Data/Machine
Learning in Bidding

KEY INSIGHTS

- Enhanced Decision Making
- Automated Bid Management
- Deep Knowledge of Market Conditions
- AI-Driven Risk Assessment

kn, l In

With Spir
n
IGHTS
owering
posals
tering To
l Succ
MP St

4 OLD
inspiring St.kt.t\$S

om proposal stress

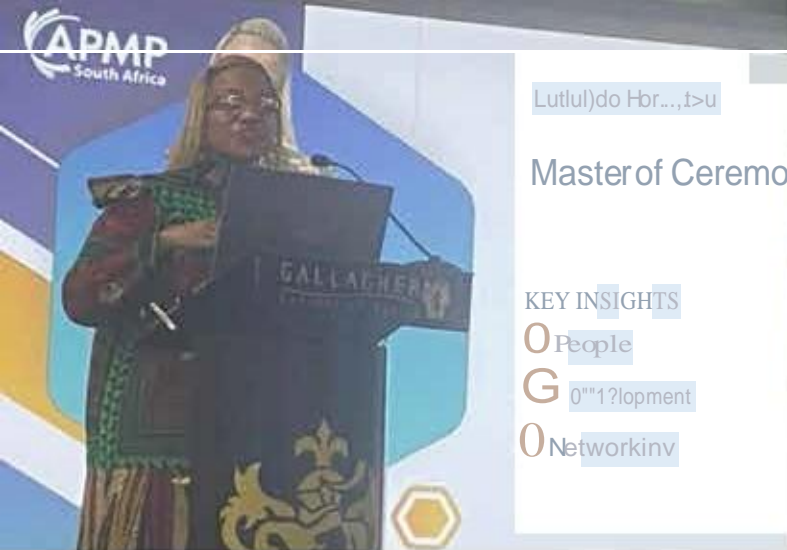
su









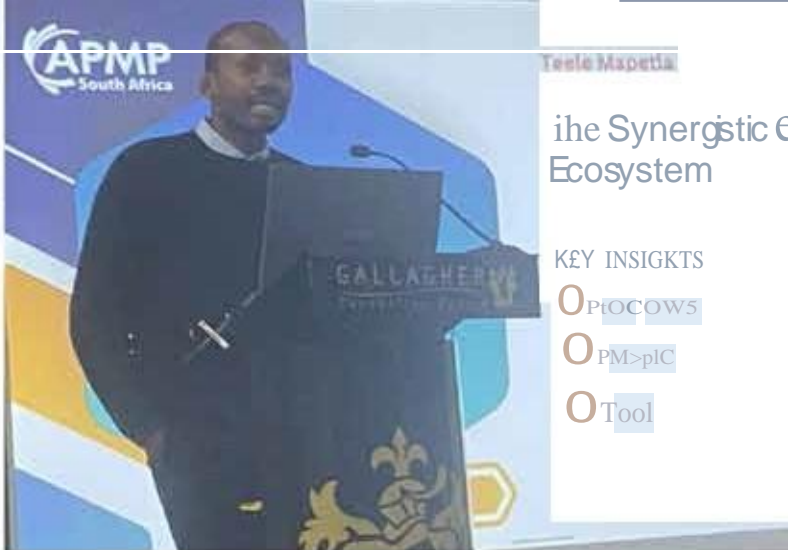


Lutlulo Hbr...t>u

Master of Ceremo

KEY INSIGHTS

- 0 People
- G 0"1?lopment
- 0 Networkinv



Teale Mspetla

the Synergistic Ecosystem

KEY INSIGHTS

- 0 PROCOWS
- 0 PM>PIC
- 0 Tool



Thandy Pino

Evolving Strategic Adapt... Approach the B... Helix

KEY INSIGHTS



About leading with a C...
...ing lasting, positive c...



elements

Cognitive empathy - ability to recognise and understand other person's emotions.

Affective empathy - one's own emotional attunement with another person's experience.



NTT DATA



... and enjoy this exciting journey in which you will find out everything you need to know about

PROPOSALS

Events Schedule

AGM

> **Date to be confirmed**

Venue:

To be confirmed

Time:

To be confirmed



APMP SA BABIES

On behalf of the APMP committee, we are delighted to extend our heartfelt congratulations to our members on the arrival of their precious bundles of joy!

Levina Jacobs has welcomed a beautiful baby girl, Kaeli, into the world! Born on the 10th of September 2024, Kaeli is our very own APMP conference baby, and we couldn't be more excited for Levina and her family.

Candice Stephanou is over the moon to announce the arrival of her adorable baby boy, Aaron George Stephanou! Born on the 9th of October 2024, little Aaron has already filled Candice's heart and home with endless joy and love.



Survey

Dear Members,

We hope you enjoyed our recent conference and found it both informative and inspiring.

As we strive to continually improve and provide the best experience for all our members, we kindly ask for your feedback. Please take a few moments to anonymously complete our survey. Your insights and suggestions are invaluable to us and will play a crucial role in shaping our plans for the 2025 conference. Print out the attachment, respond and email back your completed survey to info@apmp.org.za.

Thank you for your time and participation!

Best regards,
APMP Africa Committee



Feedback

Members Feedback

We value your feedback. Please drop us an email at info@apmp.org.za and let us know what you think of our newsletter. What would you like to see more of or less of?

Member Contribution to the Newsletter

If you are keen in contributing to the newsletter, you can do it by either writing an article or showcase your latest achievement within the bid profession email Annelize at info@apmp.org.za

APMP Certification

If you are interested in registering for any APMP Certificate, don't delay, email Annelize at info@apmp.org.za to request further details.



Address: 2 Candlewood Street,
Weltevreden Park, 1709
Phone: +27 83 380 2317
E-mail: info@apmp.org.za
Web: www.apmp.org.za

Follow us:

