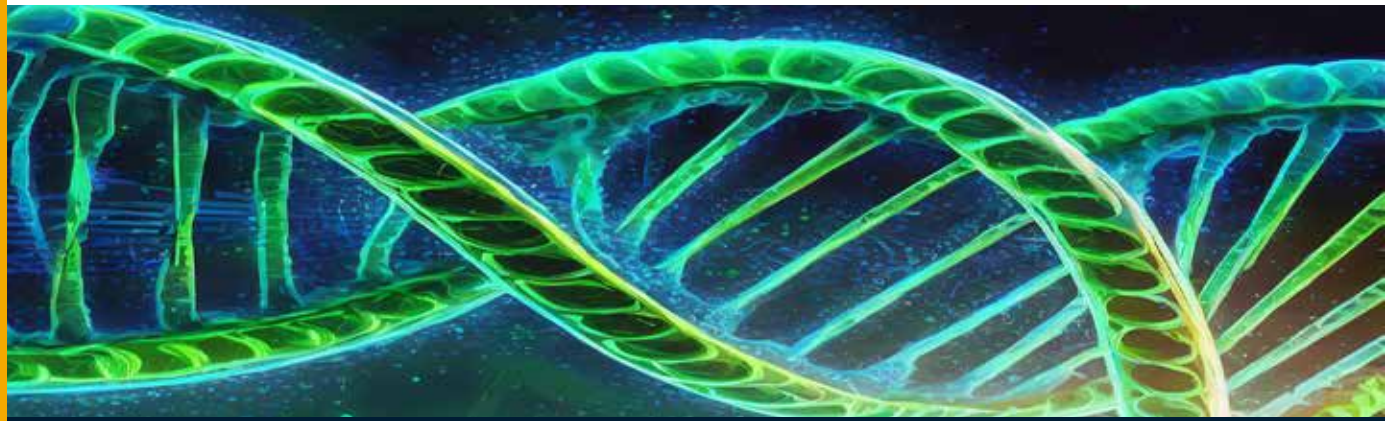


2024

April - June



Quarter 2

Edition 1

NEWSLETTER

APMP SA Quarter 2 Co-chair Note



Maryke Otto
APMP SA Co-chair 2024

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

Our theme for the year, **“Proposal Synergy: The Helix of Success,”** is not just a concept but the DNA of our profession and who we are — intertwining knowledge, experience and collaboration to push us towards incomparable success.

In this edition, we remain committed to our mission to enlighten, engage, and entertain. From the latest industry trends that are shaping our future to the success stories that inspire us, we’ve packed this newsletter with content that’s both informative and enjoyable. And let’s not forget the fun—after all, a little light-heartedness is the secret ingredient to keeping our wits sharp in this fast-paced field.

September is just around the corner, and with it comes our much-anticipated conference. If you haven’t secured your spot yet, now’s the time! [Click here](#) to explore our exciting lineup of topics and speakers, and make sure you’re part of the conversation. This is your chance to network, learn, and grow—don’t miss out!

We’re more than just a community; we’re a growing family of proposal professionals. Join us and discover the [benefits of being an APMP SA member](#). Learn more about how APMP membership can enrich your career.

Ensure you’re always in the loop by keeping your membership up to date. Our journey together is marked by the stories we share and the milestones we celebrate. [Read a testimonial](#) about the achievements of our dedicated members and see how you can be recognised with our exclusive [badge system](#). Earn your badges and be part of our collective success story!

For those with a competitive streak, take part in our [quiz competition](#) which offers the perfect opportunity to showcase your expertise and win rewards. It's not just about the prize; it's about the pride in what we know and do.

“Alone we can do so little; together we can do so much.”
Stay connected, stay inspired, and let's make each connection count. Let's weave our individual strands into a helix of success.

Here's to another quarter of learning, growth, and success. Happy reading!

Maining certification (CEUs/CPDs)

The Continuing Education Unit (CEU)/Continuing Professional Development (CPD) program, in support of the APMP Certification Program ensures that those who hold an APMP signature certification demonstrate ongoing commitment to professional growth and development. This is a criterion of all high-end professional associations and organisations.

Maintaining Your APMP Certification

Each level of APMP certification requires that you maintain your credentials through ongoing professional development, measured in Continued Education Units (CEUs) or Continuing Professional Development (CPDs).

Certified members have two years to earn the required number of CEUs/CPDs as described in the chart below.

Upon completion of CEUs/CPDs, your certification is renewed another two years (and the count of CEUs/CPDs resets to zero). CEUs/CPDs must be obtained and maintained every two years. Please look below and see how many CEUs/CPDs you need for the highest level of APMP certification you have. If you have Foundation Level, you'll need 20 CEUs/CPDs, Practitioner, Professional, and Capture Practitioner need 40.

APMP certification level	Required CEUs/CPDs to maintain certification
Foundation level (CF APMP)	20 CEUs/CPDs
Practitioner Level (CP APMP)	40 CEUs/CPDs
Capture Practitioner Level (CAP APMP)	40 CEUs/CPDs
Professional Level (CPP APMP)	40 CEUs/CPDs
Executive Summaries Micro-Certification (ES-M APMP)	0 CEUs/CPDs
Bid & Proposal Writing Micro-Certification (BW-M APMP)	0 CEUs/CPDs
Graphics Micro-Certification (GR-M APMP)	0 CEUs/CPDs
Competitive Price To Win Micro-Certification (PW-M APMP)	0 CEUs/CPDs

How to earn CEUs/CPDs

There are various means of earning CEUs/CPDs through APMP education, ATO training. See the APMP website at: <https://www.apmp.org/certification/maintaining-certification-ceus/> to see the various means to earn the CEUs/CPDs and the number you can earn per means of fulfillment.

CEU/CPD Tracker Tutorial

Watch the following tutorial to help you to correctly capture your CEUs/CPDs.

<https://youtu.be/GI03czFdTJc>



APMP 2023 Annual Report

In the illustrious year of 2023, Corporate membership and leadership took center stage. If you haven't already delved into this insightful report, fear not — it is right here for you. Prepare to be enlightened!

CLICK HERE



COMPETITION



Quiz



Are you ready to unleash your inner proposal wizard?
Join the electrifying battle for the ultimate
Quiz Champion title!

Enter this exciting and friendly competition against fellow APMP members.
Test your proposal knowledge, challenge your brain, and have a blast!



Prize:

Takealot Voucher to each of the first two 100% correct entries received.

*This quiz is open to ALL active APMP members, at the time of the draw, excl. Directors, the newsletter committee members and the quiz testers and approvers.

ENTER HERE



[Click here to find out more](#)



2024 Conference Overview

Proposal Synergy: The Helix of Success

Join industry leaders, visionaries, and professionals to explore “Proposal Synergy: The Helix of Success.” This is where innovation meets integration, and where the future of tendering is shaped.

We are thrilled to announce that the APMP SA Annual Conference is once again collaborating with Smart Procurement World Indaba. This continued partnership brings together the best of both worlds, offering unmatched opportunities for learning, networking, and business growth.



15TH ANNUAL CONFERENCE

PROPOSAL SYNERGY: THE HELIX OF SUCCESS

 10 September 2024

 08h00 - 18h00

 Gallagher Convention Centre

REGISTER:



annelize@apmp.org.za

Member: R3200

Non-member: R4500



Be part of shaping the future of procurement and supply chain excellence. Join us at the APMP SA Annual Conference and Smart Procurement World Indaba 2024! Get your booking form [here](#).

[Register now](#)

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

PROPOSALS

Events Schedule

Conference

> **10 September 2024**

Venue:

Annual APMP SA Conference, Gallagher
Convention Centre, Midrand

Theme:

Proposal Synergy: The Helix of Success

Presenters:

Various

Time:

08:00 - 18:00

CEU/CPD Points:

1 per hour of
educational session attended

[Book Now](#)

DID YOU KNOW?

62% of proposal professionals work more than 40 hours per week on proposals, with 14% regularly working over 50 hours. Additionally, 45% have secondary duties, such as marketing or sales responsibilities.

Credit: responsive (formerly RFPIO)

Unlock Your Potential with APMP Practitioner Certification

Are you a seasoned bid and proposal professional? Ready to elevate your career? **Look no further!**
Join our upcoming APMP Practitioner certification programme from **13 to 15 August 2024.**

Why choose APMP Practitioner Certification?

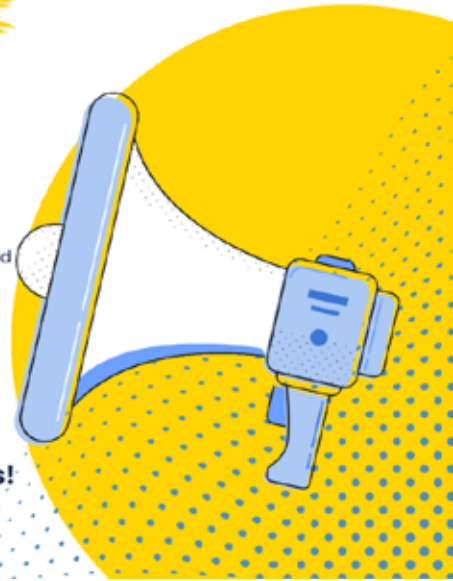
- Real-world mastery: Our Practitioner Certification validates your expertise in industry best practices. You'll demonstrate your ability to lead others effectively.
- Career boost: Achieving Practitioner Certification opens doors. Showcase your proficiency and enhance your career prospects.
- Global recognition: APMP certification is the gold standard worldwide for bid, proposal, and capture competency.

What's in store?

- Comprehensive Curriculum: Dive into advanced topics, including proposal management best practices.
- Interactive sessions: Engage with seasoned professionals and learn from their real-world experiences.
- Networking opportunities: Connect with peers, mentors, and industry leaders.

How to qualify?

- Be an APMP Member
- Already achieved Foundation Certification? You're on the right track!
- Three years of experience in bid and proposal environments.



Don't miss this chance to level up your career – we look forward to you joining us!

For more details, contact info@nfold.com or annelize@apmp.org.za.



APMP Leadership Academy

Are you ready to transform your approach to leadership in the competitive world of bids and proposals?

Apply to join a 2025 class of our innovative leadership program for bid and proposal professionals like you! The APMP Leadership Academy is your opportunity to accelerate your career trajectory, give your earning potential a boost, and cement your status as a top-tier leader in the industry.

Graduates of this hand-selected cohort will leave with all the expertise they need to be the best leaders they can be through a blend of intimate online classes and real-world implementation. Not only that, but they'll be awarded a special credential to demonstrate their proven leadership acumen.

Each cohort of the APMP Leadership Academy will be limited to ONLY 20-30 APMP members!

What is the APMP Leadership Academy?

- The only comprehensive leadership program designed specifically for the bid and proposal industry.
- A six-month hybrid learning journey comprised of live-online learning, as well as offline learning milestones.
- Eight digestible modules exploring real-world, industry-specific learning scenarios.
- Designed to fit into the flow of your working life, with the opportunity to implement your learning into your workplace in real-time, regardless of your current position.

What will you get from the APMP Leadership Academy?

- Cutting-edge professional development, where every aspect of the program is tailored to enable you to excel in the bid and proposal field.
- All the support and tools you need to build deep knowledge and broad understanding of critical leadership topics.
- The chance to build capabilities beyond the program with collaborative connections with fellow Academy Alumni.
- A prestigious and highly-respected industry certification to validate your commitment, passion and capabilities as a Bid and Proposal leader.

Apply Here



THOUGHT LEADERSHIP

Explore an informative article that breaks down the nuances between different bid types. Learn about Expressions of Interest (EOI), Requests for Information (RFI), Requests for Quotation (RFQ), Requests for Tender (RFT), and Requests for Proposal (RFP). Click the link below to access the article.

CLICK HERE



RECIPE BOOKLET



The parallels between compiling a proposal and cooking a recipe are:

1. Ingredients/Requirements:

- Just as a recipe lists ingredients, a proposal outlines the necessary components: executive summary, technical details, pricing, etc.
- Both require understanding the audience (diners or evaluators) to tailor the content.

2. Preparation/Research:

- Research is like prepping ingredients. Gather information about the client, industry, and competitors.
- Understand the evaluation criteria (oven temperature) to create a winning proposal.

3. Recipe Steps/Proposal Sections:

- Proposal sections mirror recipe steps. Introduction (mise en place), methodology (cooking techniques), and budget (portion sizes).
- Follow a logical flow, just as you follow recipe instructions.

4. Flavour/Persuasiveness:

- Proposals need flavour! Use persuasive language, case studies (seasonings), and success stories (spices).
- Like adding herbs, balance technical jargon with clarity.

5. Presentation/Plating:

- A well-plated dish entices diners. Similarly, a visually appealing proposal captures attention.
- Use graphics, charts (garnishes), and consistent formatting.

6. Taste Test/Review:

- Before serving, taste the dish. In proposals, review for coherence, accuracy, and compliance.
- Seek feedback (tasting panel) to refine.

Remember, both processes blend creativity, precision, and a dash of magic!

Click below, for your free APMP SA recipe booklet. Bon appétit!

CLICK HERE





MEMBER TALK

Welcome



Welcome, new members!

We are thrilled to have you join our association. Remember, you're not just joining an association — you're becoming part of a vibrant community. We look forward to getting to know you better!

New Members:

Francis Njenga

Peter Njoroge

Melody Chipfuwamiti

Karabo Sefatsa

Chantel Puley

Leandi Beytell

Dalene Terblanche

Oratile Mangwane

Nompumelelo Cele

Tshegofatso Ntsala

New Corporate Member:

KPMG

CERTIFICATION

Celebrating your certification achievement with the APMP is an acknowledgement and appreciation to your dedication and hard work as a member.

Celebrating Success

All 14 candidates who sat for the APMP Foundation Certification in June 2024 have successfully passed!

Their unwavering commitment, perseverance, and dedication have inspired us all.

Under the expert guidance and support of Larissa Cornelius CPP, APMP, they are now CF APMP certified.

We wish you continued success in your professional journey.



MEMBER Q&A

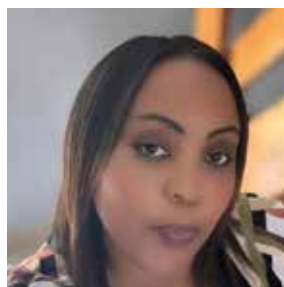
We are all part of the same Association, but how well do we truly know each other? Take a moment to explore the fascinating side of your fellow members. Click on their photos for access to an exclusive FUN Q&A session with APMP SA!



Laura Rispin
CP ES-M APMP



Laura is a Gen X, who works for AECOM as Bid Support to the Africa EC Team. Her life entrance theme song would be: Seven Nation Army (Remix) by Julian Perretta.



Levina Jacobs
CF APMP



Levina is a Millennial/ Gen Y, who works for NTT Data as a Bid Manager. Her life entrance theme song would be: All I do is win by DJ Khaled.



Candice Stephanou
CF ES-M BW-M APMP



Candice is a Millennial/ Gen Y, who works for Helixiora BV as a Business Development Specialist. Her life entrance theme song would be: Lateralus by Tool.

MEMBER TESTIMONIAL

My journey to becoming the youngest APMP-certified member at 19: A personal story of determination, hard work, and taking every opportunity with both hands.

By: Alyssa Mae Petersen | 11 June 2024

In a competitive business world, certifications often serve as badges of expertise and credibility. For most people, achieving these certifications may seem like a distant goal, but for one individual, it became a reality at a remarkably young age. This is my story of how I, at the age of 19, became the youngest APMP-certified member in the world.



The Beginning:

My journey began after completing my matric in 2020, I was fortunate enough to be given an internship at nFold (Pty) Ltd. Little did I know, that this opportunity would shape my career in ways I never imagined. Under the mentorship of CEO Larissa Cornelius, I was introduced to the world of bids and proposals. An industry I knew nothing about but soon grew to appreciate.

Learning the Ropes:

During my internship, I had the privilege of shadowing Larissa and gaining invaluable insights into the workings of the business and industry. From taking minutes in client meetings to attempting to draft proposals, I soaked up as much knowledge as possible. Larissa instilled in me the importance of best practices, compliance, and responsiveness in this field. This encouraged me to set high standards for myself, which I aspired to meet.

The APMP Journey:

As the only accredited company in South Africa offering APMP training and certification, nFold provided me with the perfect opportunity to pursue my goals. After eight months of being at nFold, I decided to embark on my journey toward my APMP certification. I attended a few APMP Foundation Certification training sessions. This opened my eyes to the enticing world of “storytelling” and the bidding world. I quickly grasped the concepts outlined in the Body of Knowledge as well as the training sessions.

Practical Experience:

Before obtaining my certification, I was entrusted with practical experience in the Netstar Public Sector department as a junior bid administrator. This hands-on experience allowed me to apply the theoretical knowledge I gained and further practice my skills in bid management and proposal writing.

Achieving Certification:

Finally, after a year of preparation and hard work, I sat for the APMP certification exam. The exam tested not only my understanding of bid and proposal management but also my ability to apply this knowledge in real-world scenarios. When the results came in, I was so excited to see that I had passed. What a great achievement it was, to become the youngest APMP certified member at the age of 19.

My journey to becoming the youngest APMP certified member was not without its challenges, but it was ultimately a testament to determination and opportunity. Through the guidance of great mentors, such as Larissa Cornelius, and the hands-on experience provided by nFold, I was able to achieve a milestone that many dream of. As I continue to navigate my career in the bids and proposals industry, I carry with me the lessons learned and the confidence gained from this remarkable achievement.

MEMBERSHIP BADGES

If you are a member in good standing with unbroken membership, you can earn a membership badge for the duration of your membership e.g. 5 years, 10 years, 20 years and proudly display your badge on LinkedIn. Email Annelize Smit to obtain your badge info@apmp.org.za



MEMBER EXIT SURVEY

If any previous members who are currently not members, can assist us with an exit survey response, we would appreciate it.

As a valued member of our association, your insights are crucial to our continuous improvement. We understand that circumstances change, and members may choose to leave for various reasons. To better understand your experience and identify areas for enhancement, we kindly invite you to participate in our Member Exit Survey. Your honest feedback will help us address any concerns and enhance our services for current and future members. The survey responses will be kept confidential.

You can access the survey at the following link:

<https://forms.office.com/r/WFFgJeDmjm>

or by scanning this QR code.

Thank you in advance for taking the time to share your thoughts.

Your participation is highly appreciated, and it will contribute to the APMP's growth.

We would like to see you return as a valued member.

Should you wish to reinstate your membership, please contact Annelize Smit on email at:

info@apmp.org.za

APMP SA Chapter Member Exit Survey



Survey Result

Thank you for indicating your preferred time for attending APMP SA webinars in 2024. The results of the 38 received votes are:



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.



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E-mail: info@apmp.org.za
Web: www.apmp.org.za

Follow us:

