



# APMP *Georgia Chattahoochee Chapter*

March 2006 News

## **2006 Events**

### **Dinner Meetings**

Wednesday May 10

Wednesday July 12

Wednesday September 12

Georgia Chattahoochee Chapter Dinner Meetings are held at the Crowne Plaza Hotel, 6345 Powers Ferry Road in Atlanta.

Please try to register online (preferably three days prior) for our meetings via Acteva at: <http://acteva.com> or use the link on our chapter website.

### **17<sup>th</sup> Annual APMP Conference**

“Lessons Learned from Lagniappe: Proposing Extra Value to Gain and Keep Customers.”

May 23-26 at the Sheraton Hotel  
New Orleans, Louisiana

### **10<sup>th</sup> Annual Southern Proposal Accents Conference**

October 20, 2006  
Cobb Galleria Conference Center

## ***Welcome to APMP!***

The following people have recently joined APMP. Please welcome them to our Chapter.

**Nichole Kagwisa, SAIC**

**Scott Brasfield, VT Griffin**

## ***Chapter Membership***

As part of APMP's 2006 membership drive, the name of every current member who recruits a new, dues-paid member will be entered in a drawing for a \$25 Publix Gift Certificate. Drawings will be held at upcoming Chapter dinner meetings on May 10, July 12, and September 13, 2006. For additional information, contact Membership Chair, Joni Charron at [joni.charron@misyshealthcare.com](mailto:joni.charron@misyshealthcare.com).

## ***National Web Site***

[www.apmp.org](http://www.apmp.org)

## ***Chapter Web Site***

[www.apmpgeorgia.com](http://www.apmpgeorgia.com)

## ***Spring is here – SPAC 2006 is near!***

*By Teresa Kovalson, Vice Chapter Chair and SPAC Chairperson*

Spring is upon us, and it's time to start thinking about SPAC again! For the past 9 years, the

Georgia Chattahoochee Chapter and the Carolina Chapter of APMP have hosted the Southern Proposal Accents

Conference (SPAC). This year's event is scheduled for October 20, 2006 at the

Cobb Galleria Conference Center. We are now requesting volunteers to help with

SPAC. We are going to need committee members interested in the following areas, including Co-Chairs for the

conference itself. All volunteers are welcome, but volunteers that are willing to chair a subcommittee are especially needed. Below is the list of SPAC subcommittees:



- **SPAC Co-Chair (three would be great).** The Co-Chairs run the SPAC and make most of the management decisions. Usually a Co-Chair will also Chair a subcommittee.
- **Speakers Subcommittee.** The Speakers Subcommittee solicits abstracts from all over the country from potential speakers. They then sift through the abstracts and choose the presentations that best fit the theme and interests of our attendees based on last year's feedback and current trends. They coordinate with the speakers to fine tune their presentations and handouts.
- **Vendors/Exhibits.** One of the most exciting things about SPAC is seeing new innovations in technology and products from the industries that service the proposal world. This committee coordinates with all of our exhibitors and arranges their space, power, internet needs, etc. We are also asking for sponsors this year for the first day's sessions and a mixer the night before SPAC.
- **Door Prizes.** All of the door prizes given away during SPAC are donated by businesses that have members in APMP or support APMP. This committee coordinates the gathering of all of these prizes, and in some cases, begs for them! If you have contacts with the people that have the goodies, this subcommittee is for you!
- **Publicity/Recorder.** Publicity in the past has typically been limited to putting out flyers at the national conference and doing either email or website postings about SPAC. This year, in addition to the above, we are adding a Recorder (i.e., photographer) to the subcommittee so that we can enhance the professionalism of our event and have some wonderful memories for years to come.

- **Registration.** Registration volunteers are always welcome to help with registration check-in during the event and with production of the conference packet/binder. We produce a binder containing the agenda, abstracts, bios of all the speakers, and a place for handouts and notes. We are going to try to disseminate information earlier to the attendees this year regarding the conference, so we'll be adding a tri-fold brochure to what we produce for SPAC.
- **Hospitality/Room Monitors.** Coordination with our conference facility can take a lot of time. Choosing the menu, ensuring that the rooms will be set up properly, AV equipment, and lighting are just a few of the issues that Hospitality keeps track of prior to and during SPAC. Additionally, we are adding the Room Monitors this year as positions on the committee based on how well they kept everything running last year.

SPAC Committee meetings will start in a couple of weeks. I'll let you know via email when we'll be getting together. Thank you in advance for volunteering, and I can't wait to work with you to make this year's SPAC the biggest and best ever!

Please contact Teresa (contact information to the right) if you'd like to volunteer for SPAC or if you need more information.

## Meeting Sponsor

The March APMP meeting is sponsored by Proposal Software, makers of Proposal Management and Production System (PMAPS). PMAPS comes in four unique vertical configurations – Financial, Healthcare, Commercial, and Legal. This comprehensive proposal management platform was designed for proposal professionals and their workgroup to support the creation and management of mission-critical, customer-facing sales proposals, marketing documents, and consultant RFI responses. For more information, visit Proposal Software's Web site: <http://www.proposalsoftware.com/index.html>.

## Job Opportunities

Visit the chapter website for details on the following listings:

Company	Position Title/Location
John H. Harland Company	<b>Proposal Manager - Contractor</b> Atlanta, GA Contact: Jane Reidy 770.593.5050 ext. 6876 Jreidy@harland.net
Shiplely Associates	<b>Proposal Consultants</b> Atlanta, GA Contact: Bill Dorr lwdorr@shiplelywins.com
Oak Ridge Associated Universities (ORAU)	<b>Sr. Admin Support Specialist - Temp</b> Oak Ridge, TN Contact: John Hicks John.Hicks@orau.org

*How did you think you'd benefit from membership in APMP?*

*Has your experience with APMP lived up to your expectations?*

*What do you want to get from your membership in APMP?*

*The best way to get what you want is to get involved!*

***We need you. Volunteer today.***

## 2006 Georgia Chattahoochee Chapter Officers

<b>Chapter Chair</b>	Michelle Norman 404.946.1051 michelle.norman@ca.com
<b>Vice Chapter Chair</b>	Teresa Kovalcson 770.692.1270 teresa.kovalcson@mtcttechnologies.com
<b>Program Co-chair</b>	Hamby Groover 404.829.6359 hamby.groover@bellsouth.com
<b>Program Co-chair</b>	Allen Becker 770.829.1400 allen.becker@acs-inc.com
<b>Treasurer</b>	Reba Shoulders 678.319.5605 reba_shoulders@adp.com
<b>Secretary</b>	Cathy Valerio 404.946.1139 catherine.valerio@ca.com
<b>Membership Chair</b>	Joni Charron 770.591.9605 joni.charron@misishealthcare.com
<b>Promotion Chair</b>	Keith Propst 404.946.1006 propst_k@bellsouth.net
<b>Job Opportunity Chair</b>	Jennifer Durbin 770.236.3053 jennifer.durchin@sciatl.com
<b>Webmaster</b>	Bill Andre 770-591-8383 billa@mindspring.com
<b>Conference Co-Chair</b>	TBD
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<b>Conference Co-Chair</b>	TBD