



COMMITTED TO THE PURSUIT OF PROPOSAL EXCELLENCE



SPAC 2007 Update



Call For Presenters Open Until 7/15
Online Registration Now Open

The Georgia Chattahoochee and Carolina chapters of APMP will host the 11th Annual Southern Proposal Accents Conference (SPAC) in Chapel Hill, NC, on Thursday, October 11, 2007.

Applications are now being accepted through **July 15 for presenters** and through **September 11 for a limited number of exhibitors**.

This year's conference will be a full-day event featuring presentations by proposal and business development professionals. The 2007 SPAC theme, "Oscar Night," focuses on best actors and actresses, supporting cast members, screenplays, producers, and directors associated with winning bids.

Registration for the SPAC opened July 1, and we already have two registrants. Online registration is required at <http://www.acteva.com/booking.cfm?bevaid=137195>. Early bird registration runs through August 15 and is \$145 for APMP members and \$175 for non-members. Regular registration fees kick in on August 16 and will be \$30 higher for both options.

The SPAC is a proven and popular event for proposal management professionals, drawing more than 180 attendees in 2006. Historically, this conference attracts a large number of attendees from outside the local chapter areas. We anticipate another successful turnout this year.

The conference venue, the Friday Center, is a first-class conference facility conveniently located near I-40 in-between Durham and Chapel Hill, NC. The Courtyard by Marriott is located very near the conference facility and will offer discounted rates for attendees. The hotel website is <http://www.marriott.com/hotels/travel/rduch-courtyard-chapel-hill/>, and be sure to ask about the APMP SPAC 2007 Conference hotel block.

For more information about this year's Southern Proposal Accents Conference and links to the call for presenters and the call for exhibitors, visit this site: <http://www.apmp.org/11th-Annual-Southern-Proposal-Accents-Conference-av-59.aspx>.

"and the award goes to..."



Meeting Sponsor



XRSolutions LLC, a Microsoft Certified Partner, is a premier supplier of proposal management and collaboration solutions. Their products, TeamCAST and Meridian, are unique software solutions designed to streamline the process of managing the resources and information required to develop complex business proposals. With these solutions, proposal managers can automate everything from the initial RFP analysis to the final proposal assembly. For more information about XRSolutions, visit their website at: <http://www.xrsolutions.com>.

Proposal & Business Development Survey

Please take a few minutes to participate in the 2007 Proposal & Business Development Professionals Survey. This survey was developed with input from others in our profession, mostly fellow proposal automation software users and APMP members, to satisfy our endless curiosity about one another. It will also attempt to answer the important question: "Who makes more money than me and why?" Use the links below to take the survey and/or view the results. The results link can be used as often as you like to view the ongoing results.

2007 SURVEY: <http://www.zoomerang.com/survey.zqi?p=WEB226NLEEFQC8>
RESULTS: <http://www.zoomerang.com/web/SharedResults/SharedResultsPasswordPage.aspx?ID=L2336TKQ7PQY>
FINAL ANALYSIS (OCT 2007) SIGNUP: <http://www.zoomerang.com/survey.zqi?p=WEB226NWX3SMM8T>

Chapter Chairs

Chapter Chair

Michelle Norman
770-808-7922

michellenorman@bellsouth.net

Vice Chapter Chair

Teresa Kovalcson
770.692.1270

teresa.kovalcson@mtctechnologies.com

Program Chair

Cathy Valerio
404.946.1139

Catherine.valerio@ca.com

Program Co-Chair

Veronica Hartwell

Roni36@aol.com or

Vhartwell@thenominalgroupp.org

Program Co-Chair

Jim Keifer

Jim.keifer@mail.sprint.com or

Jvkeifer@earthlink.net

Program Co-chair

Keith Roberts

kroberts@seagullsoftware.com

Acting Treasurer

Allen Becker
770.829.1400

Allen.becker@acs-inc.com

Secretary

Karlotta Sanders

Karlotta.Sanders@amec.com

Membership Chair

Mike McKenzie

Mike.mckenzie@proposalsoftware.com

Promotion Chair

Keith Propst
404.946.1006

Propst_k@bellsouth.net

Job Opportunity Chair

Joni Charron
770.591.9605

joni.charron@misyshealthcare.com

Webmaster

Bill Andre
770-591-8383

billandre@comcast.net

Conference Co-Chair TBD

Conference Co-Chair TBD

Hey Big Spender:

The chapter recently purchased a new projector for use at SPAC and the monthly meetinas.



Career Opportunities

Pleasure in the job puts
pleasure in the work. – Aristotle

For More Details on the Following Listings

Visit the chapter website (<http://www.apmpgeorgia.com/Jobs.htm>)

Leica Geosystems
Senior Technical Writer, Full-time
Norcross, GA

This position develops, writes, and edits software documentation that include theory, tutorials, on-line help, white papers, and other end-user documentation.

Christine Beaudoin
Christine.Beaudoin@gi.leica-geosystems.com.

<http://www.leica-geosystems.com/careers/divisional/index.htm?id=887>

Membership Report

Don't forget that bringing a guest to a chapter meeting enters you and your guest in a drawing for a \$50 Amazon.com gift certificate. Grab a coworker and introduce them to the best APMP organization in the country.

- Kristin Williams (KRW Consulting)
- Rick Villarreal (Villarreal Consulting)
- Katherine Randolph
- Rosie Tillan-Pruitt (Convergys Corporation)
- Katie Peppers (ARCADIS)
- David Rudolph (Camber Corporation)
- Yasmin Martin
- Michelle Breig (Atlanta Capital Management Company, LLC)

The Chattahoochee Chapter now numbers 108 members!