

COMMITTED TO THE PURSUIT OF PROPOSAL EXCELLENCE



176 Days to SPAC 2008

Friday, November 7, 2008, Cobb Galleria, Atlanta, Georgia

Dear Georgia Chattahoochee Chapter Members:

My name is Karlotta Sanders, many of you know me and it is my honor and privilege to be the Conference Chair for the 12th Annual SPAC. Past committees have set an extraordinary standard, every year SPAC gets better. This year will be no different. In fact, with the inclusion of our new sister chapter, Florida APMP, we have even more willing and able minds and hands to help make this conference the best yet.

SPAC's success is hinged upon the hard work and dedication of the chapter boards and the conference volunteers. This can only be done with your unselfish willingness to contribute. The work will be rewarded through increased networking through your committees and knowing that you have contributed greatly to the profession. The operative word here is "WORK." So let the work begin... We need Georgia Chattahoochee members to volunteer to work on the following committees: Speakers, Exhibitors, Door Prizes, Publicity, Registration, Conference Packet/Binder and Logistics. Volunteer doesn't require a lot of time but it does require a true commitment. Please let me or one of the other board members know if you are interested in volunteering on one of the committees. I can be reached at karlottadsanders@yahoo.com or 404.944.3851.

Thanks for your support.



Save the Dates

- The 19th Annual APMP International Conference, Tue, **May 27 – Fri, May 30**, Rancho Miraga, California
- APMP Georgia Chattahoochee Chapter Meeting, **Wed, July 9**, Crown Plaza
- **12th Annual SPAC, Fri, November 7, Cobb Galleria, Atlanta, Georgia**

Chapter Board

- **Chapter Chair**, Allen Becker, allen.becker@acs-inc.com
- **Vice Chapter Chair**, Michelle Norman, michellenorman@bellsouth.net
- **Program Chair**, Cathy Valerio, catherine.valerio@ca.com
- **Treasurer**, Jim Keifer, jvkeifer@earthlink.net
- **Secretary**, Karlotta Sanders, karlotta.sanders@amec.com
- **Membership Chair**, Daniel Patton, daniel.patton@infor.com
- **Promotion Chair**, Keith Propst, Propst_k@bellsouth.net
- **Job Opportunity Chair**, Joni Charron, joni.charron@misyshealthcare.com
- **Webmaster**, Bill Andre, billandre@comcast.net

May 14, 2008
Program

**On-line RFP Applications:
Types, Traps, and Tricks
A Panel Discussion**

Program

Many proposal managers are dealing with on-line RFP applications with greater frequency and higher levels of frustration. These applications range from simple websites for downloading the RFP and uploading the response to highly structured Q&A pages that greatly restrict the amount and kind of information used for the responses. Customers adopt these RFP applications for a variety of reasons, including documentation of the procurement process, compliance and transparency, improved efficiency, and the promise of cost savings. For the proposal manager, these applications can help shorten the final production cycle by eliminating the printing and shipping of physical proposals. At the same time, on-line RFP applications tend to discourage the “art” of proposal development and make it more difficult for the proposal team to differentiate its offering.

A panel of proposal professionals will share their successes and aggravations dealing with on-line RFP applications. We will then open the floor for your questions and ideas.



Congratulations Georgia-Chattahoochee Certified APMP Professionals

Michelle Norman, PPM, APMP
Mitchell Reed, PPM, APMP
Wallace Robinson, PPM, APMP

About APMP Certification

APMP offers the world's first Professional Accreditation Program for those working in a bid and proposal environment. The Program uses a process of examination and competency-based assessment, which is consistent and measured against world best practice standards.

There are three levels of accreditation. Each is tested in a different way and each requires a minimum level of experience. To maintain accreditation individuals are required to participate in a Continuing Professional Development program, earning CEU (Continuing Education Unit) credits in accordance with defined standards.



Sorry, we didn't hear you...Did you say something? You would like to see what type of programs? Did you say something about tools, tips and techniques you would like to know more about?

Grab an officer and tell them what you would like to see.

Jobs

Are you looking for work in the proposal arena? Do you know of a job that is available?

Contact Joni Charron, joni.charron@misyshealthcare.com

Or check here for job opportunities or to post a position

<http://www.apmpgeorgia.com/Jobs.htm>